

Message Text

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FM AMEMBASSY LAGOS
TO USDOC WASHDC
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E.O. 11652: N/A

TAGS: BEXP, NI

SUBJECT: TRADE OPPORTUNITY - SEISMIC AND ARCHITECTURAL DATA
STORAGE EQUIPMENT

1. SCAN AFRICAN NIGERIA LTD., FIRM WHICH SPECIALIZES IN FIREPROOF FILING STORAGE FOR COMPUTER TAPES, HAS HAD SEVERAL INQUIRIES FROM LOCAL FIRMS WHO WISH TO OBTAIN MODERN FIREPROOF STORAGE FOR SEISMIC FILMS AND ARCHITECTURAL BLUEPRINTS. SEISMIC FILMS ARE TO BE ROLLED INTO CYLINDERS SIX INCHES IN DIAMETER AND TWO AND A HALF TO THREE AND A HALF FEET IN LENGTH. ARCHITECTURAL DRAWINGS ARE TO BE HUNG VERTICALLY. DIMENSIONS RANGE FROM TWENTY-FOUR BY EIGHTEEN TO THIRTY-SIX BY TWENTY-FOUR INCHES. SCAN AFRICAN HAS ASKED EMBASSY'S ASSISTANCE IN LOCATING U.S. SUPPLIER WHO WOULD BE INTERESTED IN DEALING WITH THEM AS AN AGENT.

2. EMBASSY HAS QUERIED SHELL-BP, GULF AND MOBIL ABOUT THEIR METHODS AND EQUIPMENT FOR STORING SEISMIC FILMS. ALL SEND ORIGINAL MASTER FILMS TO HEAD OFFICES, WHICH THEN PLACE THEM IN STORAGE IN DATA BANKS. STORAGE MAY BE IN MICROFILM FORM. COPIES KEPT IN LAGOS ARE USUALLY STORED IN SIMPLE WOODEN PIGEONHOLES ALONG WALL, CONSTRUCTED BY LOCAL CARPENTERS. GULF OIL SAYS ITS ORIGINALS ARE SENT BY HOME OFFICE TO G.J. LONG AND ASSOCIATES, 838 KUHLMAN ROAD, HOUSTON, TEXAS 77024. SHELL-BP IS IN PROCESS OF TRANSFERRING ITS BUSINESS TO EUROPEAN FIRM IN HOLLAND, BUT WAS PREVIOUSLY USING GEODATA STORAGE, HOUSTON (HOUSTON PHONE BOOK FOR 1973 SHOWS A GEODATA SERVICE COMPANY ON 5603 SOUTH RICE). BEFORE THIS, SHELL-BP WAS USING GEOCOM, ALSO OF HOUSTON. MOBIL NOT SURE WHICH FIRM IS

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USED BY HOME OFFICE. DO NOT HAVE SIMILAR LEADS ON ARCHITECTURAL

EQUIPMENT.

3. EMBASSY WONDERS WHETHER THIS TRADE OPPORTUNITY MIGHT BE EXPANDED BEYOND STRAIGHT SALES OF FILING HARDWARE THROUGH SCAN-AFRICAN INTO OPPORTUNITY FOR U.S. DATA STORAGE FIRM TO COMBINE SALE OF APPROPRIATE HARDWARE WITH SALE OF EXPERTISE IN ORGANIZING CENTRALIZED DATA STORAGE IN ORDER WORK WITH SCAN-AFRICAN ON ESTABLISHING FIRST CENTRAL DATA BANK OF THIS KIND IN LAGOS. WITH INCREASING INDIGENIZATION OF OIL INDUSTRY, LOCAL MARKET FOR THIS KIND OF EQUIPMENT AND SERVICE IS CERTAIN TO EXPAND IN COMING YEARS. EMBASSY WOULD APPRECIATE USDOC ASSISTANCE IN DETERMINING INTEREST OF DATA STORAGE FIRMS IN THIS CONCEPT AS WELL AS IN LOCATING NAMES AND ADDRESSES OF MANUFACTURERS OF APPROPRIATE STORAGE EQUIPMENT TO PASS ON TO SCAN-AFRICAN.

4. WTDR WAS PREPARED ON SCAN-AFRICAN IN 1972. EMBASSY WILL PREPARE UPDATED ONE.
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